

### Valuable Service Being Rendered Large Financial Concern Has Right Idea

J. W. Garrity, local sales manager for the National Commercial Securities Company, with offices in every principal city on the Pacific coast, called on the writer this week in connection with interesting the residents of Torrance and Lomita in the service being rendered by his company.

In explaining the business of the National Commercial Securities Company, Mr. Garrity said:

"The word 'commercial' best describes the business of our company which is that of nation, state and business building.

"The company has been in business on the Pacific coast for five years, during which time they have been successful in organizing and financing a number of successful corporations, both financial and industrial concerns doing business all over the Pacific coast.

"Our efforts first lay along the lines of financing financial corporations which could provide the money to back up business and to underwrite capital stock issues, and secondly, to finance basic industries on the Pacific coast.

"Hence we have in turn handled concerns affecting the fruit and vegetable industry of the Pacific coast, the phonograph and furniture business, the cattle business, and the sheep and wool business.

"Every concern financed by our company is in a prosperous condition.

"All of them have returned satisfactory dividends to the stockholders, and some of them will return extraordinary profits, in our opinion.

"It is plain that if we have been able to accomplish something in the past, we can, under like conditions, do the same thing in the future. You will, therefore, agree with me that inasmuch as our company has been able to finance a number of successful institutions, as I have outlined to you, that it has the ability to finance other corporations which will be equally successful.

"One of the great needs of the day is to bring capital and labor into closer relationship and greater harmony. There would be much less social unrest if labor was generally interested at least to the extent of its surplus savings on the capital side of the industrial corporations with which it is affiliated.

"In other words, labor would be much happier if, in addition to its daily wage, it were receiving returns from the manufactured article upon which it has expended its labor, proportionate to the amount of money invested by it in the very concern employing it, or in other concerns where it could secure a like advantage. This can be accomplished in a great measure through the service plan of the National Commercial Securities Company whereby there is brought to mind of small or moderate means, most of whom are wage earners opportunities of becoming financially interested in financial, industrial and other concerns, and of receiving not merely a rental for their money, but what that money, when invested, fairly earns."

Mr. Garrity further said, that in his opinion, an investment in the Kings Food Products Company, which company's security was now being offered by his company, had the greatest money-making possibilities together with safety, of any concern yet financed by the National Commercial Securities Company.

Mr. Chesick, the tailor at Sam Levy's furnishing store, is back at work again after an absence of six weeks, due to illness.

### BRICKS AND BRAINS

Mary Olmstead Lotspeich

This has no reference to a gold brick. My knowledge of that expensive luxury is limited. One experience only came my way and it took almost no time at all to decline the gilt-edged opportunity offered me, telling the would-be salesman that if it was as he represented he would have no trouble in selling stock; no need to hunt up widows of moderate means as purchasers. I didn't know much, only just enough to know that the way to handle a gold brick is not to handle it! But I do know the secret of a successful brick layer, though never apprenticed to the trade.

It was not by observation, but by listening that I learned the trick of the trade, which might well be the trick of any and all trades.

I was one of the "little pitchers that have big ears" and was taking in all that a visiting uncle was telling my elders about a big chimney he had just been building, and the prices he had paid the men. It was in the days when workmen could live on a dollar-a-day wage—as the things they bought were priced accordingly—so that the two dollars he had paid to one particular man seemed like a princely sum, and an exorbitant price for a man to expect. But the dear uncle explained, by way of showing that he had not been imposed upon, that the man amply earned the money paid him, and could command that price anywhere, because—and it was the "because" part that caught and stayed in my mind for 50 years—BECAUSE he always picks up a brick just as he is going to put it in place!

In other words he wanted neither time nor strength in lost motions. He "made his head save his heels," while it hastened his hands.

He used his brains to place himself at the top of his profession. While those who earned only half as much used their hands only, while their "wits went wool-gathering."

It's all in the way we PICK UP OUR BRICKS.

### Cutting Corners

Do you do it? A neighbor of one of my friends did, not so long ago. Result, a narrow escape from a shocking death; a doctor and two nurses in constant attendance, and—who is to pay the price?

Unfortunately, she had crossed in the middle of the block instead of at the corner, so the law frees the owner of the "Juggernaut" from responsibility, only—he had left the line of autos which she was watching, and rushing up on the side where he had no business to be, ran her down, almost to death.

Whatever the courts may decide about the matter, she had to pay the price of suffering.

Another lady, one who will always have a helpless arm, tells the same tale: "I crossed in the middle of the block, so damages were denied me."

These two cases, which came under my eye, could, of course, be multiplied by hundreds.

Strange that it takes so long to learn that we have to pay the penalty so often, when we fail to follow the laws that are laid down for the protection of the public.

Although we see any number of daring individuals who take the risk without any accident, that doesn't alter the case. Facts are stubborn things, and broken laws are expensive.

The safe way is the surest way, so it is better to take a little more time and obey the rules of traffic to the letter.

Robert, elder son of Professor and Mrs. Guy Mowry, 2112 Carson avenue, was painfully injured a few days ago and narrowly escaped death when the driver of a car lost control of the machine, causing it to jump the curb and run up upon the lawn where Robert was playing, knocking him down and bruising him badly.

# 50 GOOD CIGARETTES 10¢



### Will Build Homes If Lot Prices Right

"If property owners in Torrance and vicinity would only realize that by selling their vacant lots at reasonable prices and fair profit, they are aiding in building the town and assisting in doubling its population, our troubles would be over," said Mr. Noland, of the real estate firm of Grimm & Noland, who have recently opened offices in the Castle apartments.

"The crying need, as everyone seems to realize, is the substantial but inexpensive home that can be purchased by factory employes and oil workers on time payments or rented to the hundreds who are now forced to go elsewhere to live while employed in Torrance.

"Our firm is now in touch with a contractor and builder of ample means who is prepared at once to build any number of houses provided the lots on which these houses are to be constructed is priced with-in reason."

### ATTORNEY LOCATES HERE

J. U. Hemmi, until recently a practicing attorney in Anaheim, has moved with his family to Torrance, where he has already secured an office and where he will practice law.

Mr. Hemmi and his family are living at the Taylor flats on Cabrillo street, while the attorney's office is on the second floor of the Erwin building, opposite the Chamber of Commerce.

### MACCABEE NOTES

Ladies of the Maccabees will hold an apron sale on April 5 at Parks' plumbing establishment on Marcelina avenue. The ladies are very busy preparing for this sale and there will be aprons of every kind and description there.

J. C. Penberthy of Sawtelle was a guest last week of his son and wife, Mr. and Mrs. J. A. Penberthy of South Andreo.



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Women's Gingham Coverall Aprons, Very Special \$1.39

### Men's Work Shirts

Special Steadfast quality, grey cheviot work shirts with pocket. Regular \$1.00 value. Special purchase makes this wonderful value at.....69c

Just arrived. Shipment of those famous California Maid gingham street or afternoon frocks. The dainty style and finish of these frocks will surely appeal.

Priced from.....\$3.95 to \$8.50 Individual styles.

### Men's Shoes

Specials on men's dress shoes. If you will need a pair of dress shoes, look at these two values—

This is a good time to make those curtains for summer. Curtain Nets, Voiles, Etamines, Marquissettes and Tuscan Nets. Priced from 12½c to \$1 yard

### Men's Black Kid Dress Shoes

This is an exceptional value at.....\$4.95 pair

Men's Brown Calfskin Dress Shoe.....\$4.95 pair All sizes.

March winds make Hair Nets in demand. We have Gainsborough nets in all shades, single or double strand.

Children's Coveralls \$1.00

### Blue Bird Phonographs

Get our prices on Gas Ranges—You can save money here. Priced.....\$22.50 to \$105.00

\$60.00 up. When you get ready for a Phonograph ask us about the many features of this make.

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